

# AMC PARTNERING CHAMPIONS WORKSHOP

3 - 4 March 1998

## *INTRODUCTION TO PARTNERING*

**TUESDAY, 3 MARCH 1998**

<b>0800-1000</b>	<b>Introduction</b>	
	Welcome Introductions and Workshop Goals	Mark Sagan
	Comments from the Command Counsel/ AMC Senior Advisor for Alternative Dispute Resolution	Ed Korte
	Overview of Partnering Champion Workshop Agenda	Mark Sagan
	AMC Partnering Champion Introductions	
	<b>Partnering Champion Table Exercise 1</b> Five Things You Have In Common	Mark Sagan
	<b>Partnering Champion Table Exercise 2</b> Five Problems You Have Experienced In Government-Contractor Relations	Mark Sagan
<b>1000-1015</b>	<b>Break</b>	
<b>1015-1045</b>	<b>Partnering Champion Table Exercise 3</b> Negotiations	Ken Bousquet
<b>1045-1130</b>	<b>History &amp; Background of Partnering</b>	Dave DeFrieze
<b>1130-1135</b>	<b>Stretch Break</b>	
<b>1135-1200</b>	<b>AMC Partnering Videotape</b>	Mark Sagan
<b>1200-1300</b>	<b>Lunch</b>	

## ***THE AMC PARTNERING PROCESS & MODEL***

<b>1300-1400</b>	<b>AMC Partnering Process Overview</b>	Mark Sagan
<b>1400-1415</b>	<b>Break</b>	
<b>-2-</b>		
<b>1415-1545</b>	<b>STEP 1 Getting Started STEP 2 Communicating with Industry</b>	Dave DeFrieze
<b>1545-1600</b>	<b>Break</b>	
<b>1600-1630</b>	<b>Conflict Escalation and Alternative Dispute Resolution (ADR)</b>	Steve Klatsky

### **WEDNESDAY, 4 MARCH 1998**

## ***THE AMC PARTNERING PROCESS & MODEL*** (continued)

<b>0800-0930</b>	<b>STEP 3 Conducting the Partnering Workshop &amp; Developing the Partnering Charter</b>	Steve Klatsky
<b>0930-0945</b>	<b>Break</b>	
<b>0945-1030</b>	<b>STEP 3 Conducting the Partnering Workshop &amp; Developing the Partnering Charter (Continued)</b>	Steve Klatsky
<b>1030-1100</b>	<b>STEP 4 Making It Happen</b>	Ken Bousquet
<b>1100-1115</b>	<b>Break</b>	
<b>1115-1145</b>	<b>STEP 4 Making It Happen (Continued)</b>	Ken Bousquet
<b>1145-1230</b>	<b>Lunch</b>	

## ***OTHER ISSUES AND WHAT'S NEXT FOR AMC PARTNERING CHAMPIONS***

<b>1230-1300</b>	<b>Other Issues Related to Partnering</b>	Dave
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DeFrieze

<b>1300-1345</b>	<b>What AMC Partnering Champions Do Next and Klatsky Their Role in Supporting Roadshow VII</b>	Steve
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<b>1345-1400</b>	<b>AMC Partnering Champion Workshop Wrap-Up</b>	Mark Sagan
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